

LNS AMERICA
SUMMER
NEWSLETTER 2016



Your One-Stop-Shop For Machine Tool Peripherals

LNS America, Inc. | 513-528-5674 | sales@LNSamerica.com | www.LNS-america.com



JEFF MCMULLEN - CEO

WE'RE NOT SLOWING DOWN

It's true that 2016 got off to a rocky start. World events made the stock market rise and fall like a rollercoaster, and low petroleum prices hurt the oil producers but made consumers smile at the gas pump.

Regardless of the economic climate, our goal at LNS is always the same: To help our customers improve their performance and profits. We do this by continuously developing new bar feeders and chip, coolant, workholding and air filtration systems and fine-tuning existing products and services. Here are a few highlights:

After investing heavily in R & D, we've developed a number of affordable, high-performing products across several of our product families:

Bar Feeders

[GT 326-E](#) is an economical solution for automatically loading small diameter bar stock into sliding headstock lathes, while the newly enhanced [Hydrobar Express 220 S2](#) provides the best loading capacity/length ratio in its category, and accommodates 80% of typical bar feeding applications.

Chip & Coolant Management

Available September, 2016. The new [SFcompact](#) self-cleaning, filtering chip conveyor filters particles as small as 50 microns to extend coolant life. It also lives up to its name with a trim footprint that takes up less of your valuable floor space.

Enhancing Service & Support

In addition to new and enhanced products, we're adding staff to better support our growing numbers of customers with higher telephone support availability and faster technical service response times.

We're pleased to see that [Section 179](#) of the tax code was recently made permanent by the US Congress. It allows manufacturers to write off up to \$500,000 of new and used capital equipment in the same year purchased.

We also look forward to seeing you at [IMTS 2016](#) in Chicago, September 12 -17. You'll find us in [booth S-8586](#) where we'll demonstrate why LNS is your one-stop-shop for the [machine tool peripherals](#) you need to maximize productivity.

In the meantime, please take a moment to participate in our brief online [survey](#). We rely on your input to let us know how we can continuously improve our products, services and the way we do business to help you reach your goals in 2016 and beyond. Thank you.

Sincerely,

Jeffrey S. McMullen
CEO, LNS North American Business Unit

LNS SPRING NEWSLETTER

IN THIS ISSUE



SFcompact Conveyor

[How to affordably filter coolant to 50 microns Page 4](#) [🔗](#)



Enhanced Hydrobar Express 220 S2 Automatic Magazine Bar Feeder

[Proven 12-foot bar feeder for 2 mm – 20 mm diameter stock now even easier to use Page 5](#) [🔗](#)



We Want Your Feedback

[Please take our online survey. Your valuable input helps us serve you better Page 6](#) [🔗](#)



How Section 179 Means Big Savings On New & Used Machines

[Congress finally gives manufacturers the break they need Page 7](#) [🔗](#)



GT 326-E Bar Feeder Video

[A quick look at an affordable 12' bar feeder that actually meets expectations Page 8](#) [🔗](#)



Find Your LNS Representative

[Who to contact for expert advice Page 9](#) [🔗](#)

NEW! COMPACT, 50-MICRON FILTERING CHIP CONVEYOR DELIVERS SUPERIOR EFFICIENCY & RELIABILITY

Available September, 2016.

We've been perfecting this new, 50-micron filtering chip conveyor for three years to make it the most efficient and reliable available. We listened carefully when you told us that, although some traditional chip conveyors can filter coolant to 50 microns, they eat up precious floor space and make servicing a day-long event. That's why we took an entirely new approach and designed the [SFcompact](#) chip conveyor using patented, self-cleaning dual filters you can remove in just 15 minutes, if necessary, after removing the chip conveyor.

To enable the SFcompact to live up to its name, we built the entire filtering system into the rigid frame, so it uses no more floor space than a typical hinge belt conveyor. In most cases, you can even use your existing coolant tank, which makes this affordable chip conveyor an even better value. Best of all it handles virtually all chip types and sizes from stringy stainless steel to fine brass and aluminum.

- Perfect for machining a wide range of materials.
- Provides consistent 50-micron filtration.
- Filter system is integrated into a rigid frame to reduce footprint.
- Hardened track in the curves and other wear-resistant components insure long life.
- Backed by over 30 years of chip conveyor experience and global support.

To learn more, contact your LNS representative or visit www.LNS-america.com



SFCOMPACT CHIP CONVEYOR

ENHANCED HYDROBAR EXPRESS 220 S2 AUTOMATIC MAGAZINE BAR FEEDER PRECISELY AND RELIABLY LOADS SMALL DIAMETER, 12-FOOT BAR STOCK

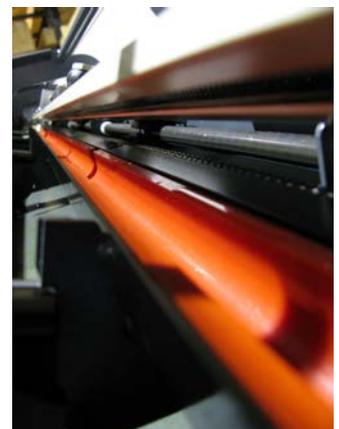
If you have difficulty consistently loading small diameter, 12' bar stock, especially in the 2 mm to 4 mm range, the [Hydrobar Express 220 S2](#) is the right bar feeder for you. This enhanced automatic, magazine bar feeder faultlessly loads 12' long bars with diameters from 2 mm to 20 mm and, with bar preparation, up to 26 mm to accommodate 20 mm machines with 26 mm bar capacity.

Hydrobar Express 220 S2 uses a simple loading assistance design for small diameter bars with a proprietary, automatic bar selection system to precisely and consistently load small bars without failure.

Built on the proven [Hydrobar Express 332 S2's](#) rigid platform, [Hydrobar Express 220 S2](#) provides exceptional vibration damping, quick changeovers and a host of exclusive features that improve productivity and reduce production costs, including:

- Standard, high-capacity, 240 mm wide magazine tray and optional extended capacity magazine tray for unattended and lights-out production.
- Patented, high-speed, headstock synchronization system that meets the requirements of today's sliding headstock machines.
- Sturdy, fully automatic, 6" hydrostatic front stabilizer that eliminates residual vibration between the bar feeder and the lathe.
- A prompting, hand-held HMI with touch screen for easier operation.
- The latest servo drive and PLC technologies.
- Ethernet readiness with a 500 parts library that reduces changeover time and material waste.
- Optional, proprietary retraction system that facilitates easier maintenance and provides the ability to perform non-guide bushing applications.
- Convenient, self-contained pusher storage above the magazine.

To learn more, contact your LNS representative.



HYDROBAR EXPRESS S220 S2 AUTOMATIC

YOUR FEEDBACK HELPS US SERVE YOU BETTER

Please let us know how you feel by taking this brief [survey](#) 



Throughout the past 40+ years LNS has worked to continuously improve our machine tool peripherals, technical service and customer support. We're keenly aware that our success depends on the satisfaction of our customers. That's why we ask you to take a brief, online survey about your experiences with LNS products and services, and to tell us what we can do to further help you be more competitive and profitable.

Here are a few ways your past input has helped shape LNS products:

Bar feeding systems: In the beginning customers told us they were concerned about worker safety, reducing vibration, reliability and improving productivity. In response, LNS introduced Hydrobar technology in 1975, setting a new standard for loading barstock. By listening to customers in the ensuing years, LNS developed new technologies for supporting barstock between the bar feeder and machine tool, servo motors and encoders for smoother, more accurate positioning, greater magazine capacity for longer production runs, and a host of features that make changeovers quicker and easier.

Chip and coolant management: The biggest concern our customers voice is about production stoppages caused by chip conveyors that simply can't handle a variety of chip sizes and types. That's why LNS developed filtering chip conveyors with patented, self-cleaning systems that filter coolant by as much as 50 microns without causing bottlenecks. Another issue our customers talk about is waste oil that can cause health problems for employees. LNS responded with Phasep waste oil collection systems that return coolant to the sump with 99% of waste oil removed, thus extending coolant life while helping workers stay healthy.

Air filtration systems: Customers cite concerns about machine tools releasing coolant mist and smoke into their shop atmosphere. LNS mist collectors exceed OSHA and NIOSH clean air requirements. With an optional 4th stage HEPA filter, they remove 99.97% of cutting oil smoke particles and other fine aerosols and particulates from individual machines or an entire factory.

Work holding systems: When customers found that off-the-shelf steady rests did not always fit their specific applications, LNS began building custom, automatic, steady rest-based workholding systems that match each customer's needs, perfectly.

With your help, LNS will continue to provide the products and services you want, need and expect from the industry's one-stop-shop for machine tool peripherals. Please take our brief online [survey](#) , talk to your LNS representative, send us an email, or give us a call. We want to hear from you.

Help Us Serve You Better By Registering Your LNS Products

To protect your warranty and insure that you receive the latest technical updates for your LNS products, please visit the [LNS Website](#)  and update your information. Thank you!

The links below take you directly to the appropriate product registration page.

[WS Mist Collector Air Filtration Systems](#) 

[Chip Conveyors](#) 

[Bar Feeders](#) 

SECTION 179 MEANS BIG SAVINGS



Planning and budgeting for capital equipment purchases is a bit easier now that the US Congress has made permanent the Section 179 expensing provision of the tax code. Under the new law approved at the 11th hour of 2015, businesses who invest up to \$2 million in new or used equipment in 2016 can write off the entire purchase cost, up to \$500,000. This is true whether the equipment is bought or leased, and thus is an opportunity to reduce taxable income while improving or expanding your production capabilities.

For those companies who invest more than \$2 million, the benefit is phased out, dollar-for-dollar and eliminated at \$2.5 million. However, there is also a bonus depreciation that enables all businesses to depreciate 50% of equipment costs. For example:

You purchase a total of \$900,000 of new and used equipment by December 31, 2016.

Total Cost:	\$900,000
<hr/>	
Section 179 Deduction:	\$500,000
<hr/>	
Bonus Depreciation (50%):	\$200,000
<hr/>	
Normal First Year Depreciation:	\$ 40,000
<hr/>	
Total First Year Depreciation:	\$740,000

Assuming the manufacturer is in the 35% tax bracket, this represents a tax savings of \$259,000, which reduces the after-tax capital outlay in year 1 for this equipment to \$641,000.

Naturally, you'll need to discuss your specific situation with your tax advisor to determine your exact savings, but every manufacturer stands to benefit. Understanding the implications of this new tax law makes it easier to plan your new equipment investments for 2016 and beyond.

NEW! GT 326-E AUTOMATIC MAGAZINE BAR FEEDER VIDEO

This new [video](#) highlights the exceptional technology – usually found only in far more expensive bar feeders – built in to the new, highly affordable [GT 326-E](#):

- Efficiently loads 12' long bar stock with diameters from 3 mm to 20 mm (26 mm with bar prep) into sliding headstock machines.
- High capacity, 10.6" deep magazine tray enables long, unattended, lights-out production.
- Exceptional bar guiding, support and vibration dampening made possible by molded guiding channels and a patented two-position, automatic front stabilizer.
- Patented high-speed electronic headstock synchronization and Swiss safety connection help dampen residual vibrations between bar feeder and machine tool while keeping the workplace safe.
- Optional 2-position Z-axis bar feed retraction system, adjustable with safety switches, to accommodate non-guide bushing applications for optimum performance and ease of machine maintenance.



YOUR LNS REPRESENTATIVES



Jeff Compton
jcompton@LNSAmerica.com
513-300-7709
Kentucky, Michigan, Ohio,
West Virginia, Western Pennsylvania



John Stone
jstone@LNSAmerica.com
513-460-4295
Illinois, Indiana, Eastern Missouri,
Eastern Wisconsin, Upper Peninsula of Michigan



Brian Hand
bhand@LNSAmerica.com
513-313-2551
Connecticut, Delaware, Maine,
Maryland, Massachusetts, New Hampshire,
New Jersey, New York, Rhode Island, Vermont,
Eastern Pennsylvania, Eastern Canada



Chris Carr
ccarr@LNSAmerica.com
513-575-6903
Alabama, Arkansas, Florida, Georgia,
Louisiana, Mississippi, North Carolina,
South Carolina, Tennessee, Virginia,
Eastern Mexico, Puerto Rico



Robert Oldhafer
roldhafer@LNSAmerica.com
562-230-5080
Arizona, California, Idaho, Montana, Nevada,
New Mexico, Oregon, Utah, Washington,
Western Canada, Western Mexico



Donald Spencer
PRODUCT SPECIALIST –
CONVEYOR MANAGEMENT
dspencer@LNSAmerica.com
607-283-9447



Bart Sheffield
bsheffield@LNSAmerica.com
612-889-2800
Colorado, Iowa, Kansas, Minnesota, Western
Missouri, Nebraska, North Dakota, Oklahoma,
South Dakota, Texas, Western Wisconsin,
Wyoming



Charles Taylor
PRODUCT MANAGER,
AIR FILTRATION PRODUCTS
ctaylor@LNSAmerica.com
513-642-1911



Do we have your current
contact information?

Please email name, title, address, phone and e-mail
information to tmoore@LNSAmerica.com.
Thank you!



Published by LNS, America, Inc.
Address comments and questions to:

Tammy Moore
LNS America, Inc.
4621 East Tech Drive
Cincinnati, OH 45245

Phone 513-528-5674 x317
Fax 513-528-5733
Email tmoore@LNSAmerica.com



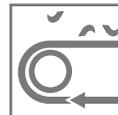
Bar
Feeding
Systems



Work
Holding
Systems



Coolant
Management
Systems



Chip
Management
Systems



Air
Filtration
Systems